

FIG. 1

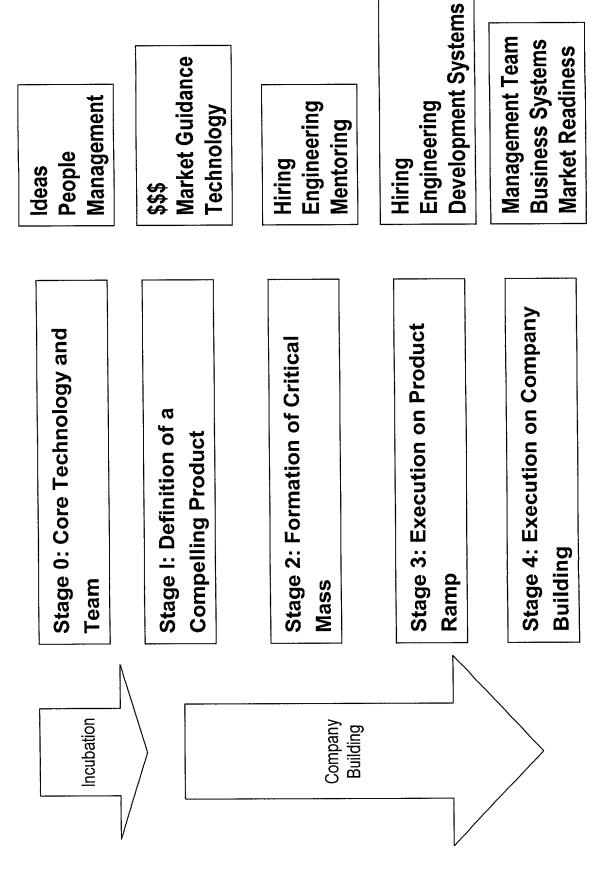


FIG. 2

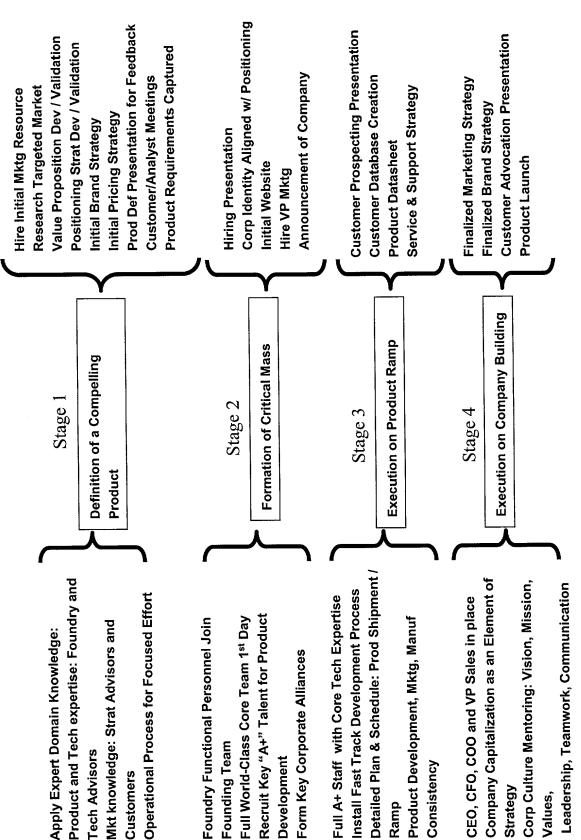


FIG. 3A

Foundry Fast Track Development Process

- Ensure Product and/or Service Definition Is Complete and Consistent With Market Requirement(s)
- Install Proven Engineering and Manufacturing Methodologies
- Foundry Entity-qualified Vendors and Tools
- Work-forward and Work-backward Schedules to Identify Problems
- Functional Groups Communicate Continuously
- Bottom-up and Top-down Risk Assessment and Management
- Frequent Status Checks on Detailed Milestones for Quick Problem Resolution
- Standardized Manufacturing Interfaces and Protocols

FIG. 3E

Defined Roles of Foundry Functions by Member Company Stage

Stage 4	Preparing for subsequent liquidities	Senior Mgmt Handoff	• Eng Methodology Handoff	Froduct Launch Finalized Market and Brand Strategy
Stage 3	 Sers B financing Board Duties 	• Customer Interface • Recruiting	 Design Advice Eng Methodology Vendor Relations Risk Mgmt 	Customer Prospecting Service / Support Strategy
Stage 2	Recruit Execs Board Duties	 Enable Product and Market Development Infrastructure 	Manage Design Technical Recruiting	Executive Hiring Presentation PR Release Initial Website
Stage 1	Neg Term Sheet Recruit Executives	Product Def. & MRD Core HR, Finance, IT Hiring Plan	Implementation Feasibility Technical Recruiting	 Pricing and Competitive Assessment Brand Strategy Customer / Analyst Meetings
Stage 0	TS Creation and Neg Hire Founders	Infrastructure Plan Product Identity	Product Definition – Technology and Design Technical Recruiting	Product Definition – Market Feasibility Initial Market Assessment
	Business Development	Business Management	Engineering	Market Development

FIG. 4

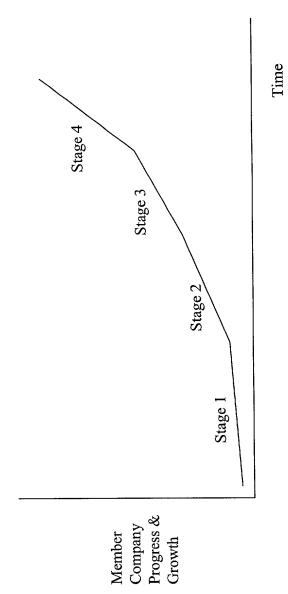


FIG. 5

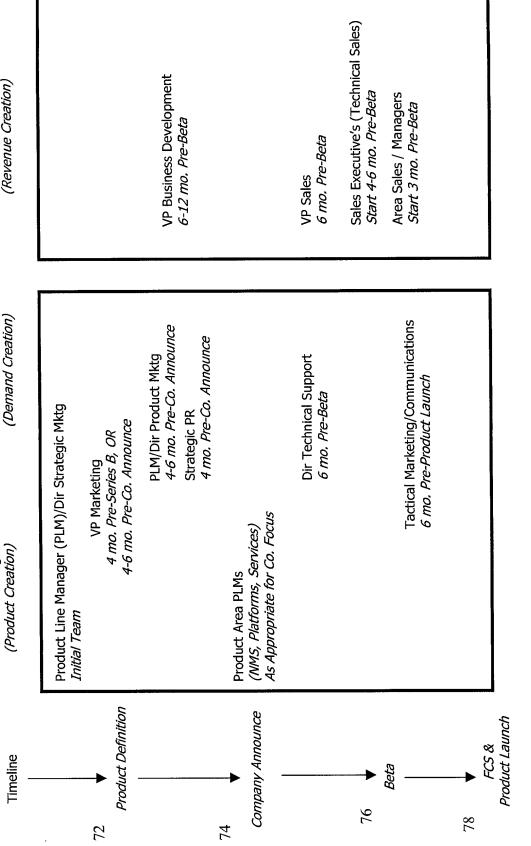
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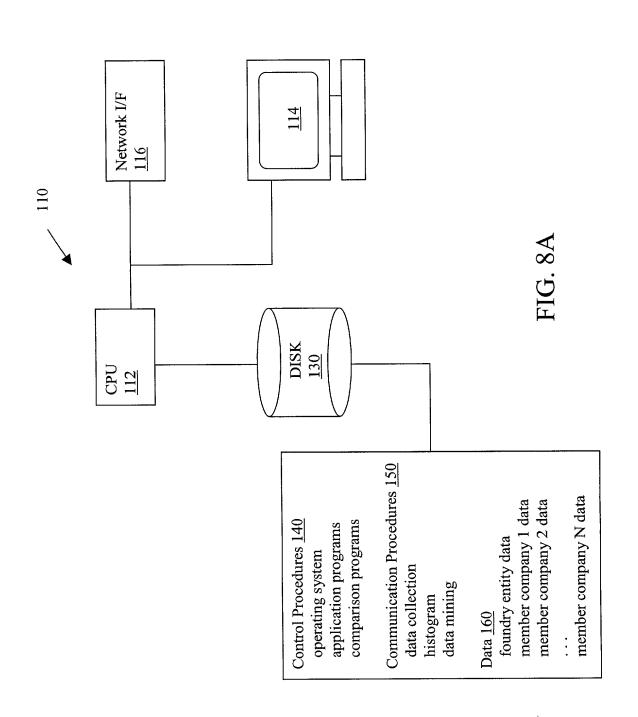
(Revenue Creation)

Outbound Mktg

Inbound Mktg

⁷⁰





Foundry Entity
number of foundry personnel
amount of office space
number of member companies
funding data

Member Companies number of employees amount of office space stage of progress milestones Histogram & Comparison Metrics ideal company data ideal company metrics previous member company data previous member company metrics other predetermined metrics

FIG. 81

_					 			
	catN	1		1			1	
Staffing	cat2	3		3	3		8	
	cat1			1			1	
on	catN	1			1			
Execution	cat2	7			3		3	
	cat1	7		2	2		2	
	catN	2		2	2		2	
Marketing	cat2	П	-	-	_		П	
W	cat1	2		2	2		2	
	catN	1			1		1	
Corporate	cat2	3		3	2		2	
ర		2		2	2		2	
	Stage cat1	-		2	_		3	
		Company 1		Company 2	Company 3	•	Company N	

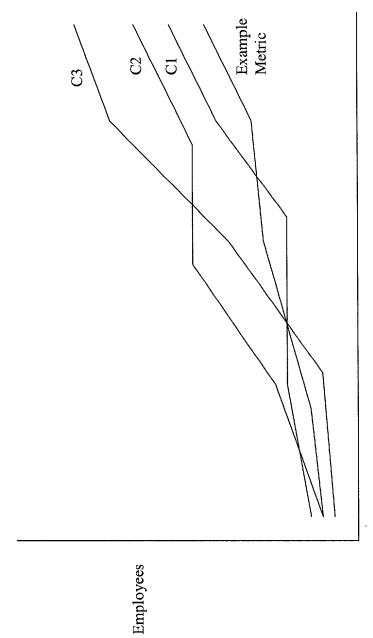
Legend

1 – needs immediate attention2 – needs moderate attention3 – satisfactory

_			 	
	catl cat2 catN	:	1	
Staffing	cat2	3	3	:
	cat1	П	1	
on	catl cat2 catN	1	1	
Execution	cat2	2		
	cat1	2	2	
5 0	cat1 cat2 catN	22	2	
Marketing	cat2		-	
\mathbf{Z}	cat1	2	7	
	catN	1		
Corporate	cat2	2	1	
ŭ	Stage cat1 cat2	3	2	
	Stage		2	
		Current Status	Prior Status	

Company N

1 – needs immediate attention
2 – needs moderate attention
3 – satisfactory Legend



Months From Term Sheet Close

FIG. 10A

	Company 1 (Company 2	Company 2 Company 3	Company N	Company N Example Metric
VP Engineering 3		2	1		2
VP Manufacturing 4		9	4	4	5
VP Biz. Dev. 7		9	7	~	~
VP Marketing 8		7	8	10	12
CFO 13	3	13	14	12	18
CEO 15	5	15	16	13	20

Months To Hire Key Personnel From Term Sheet Close

FIG. 10B